How to succeed in the video telematics industry: first-hand experience

Kseniya Dolia
VP of Technology Partnerships, Gurtam

Sam Colley
CEO, POD Group

Yan Subotkin
Wialon Implementation Manager, Gurtam

Ryan Clemons
CTO, Choice Telematics

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Video telematics market

2.9 million in 2020

6.2 million in 2025

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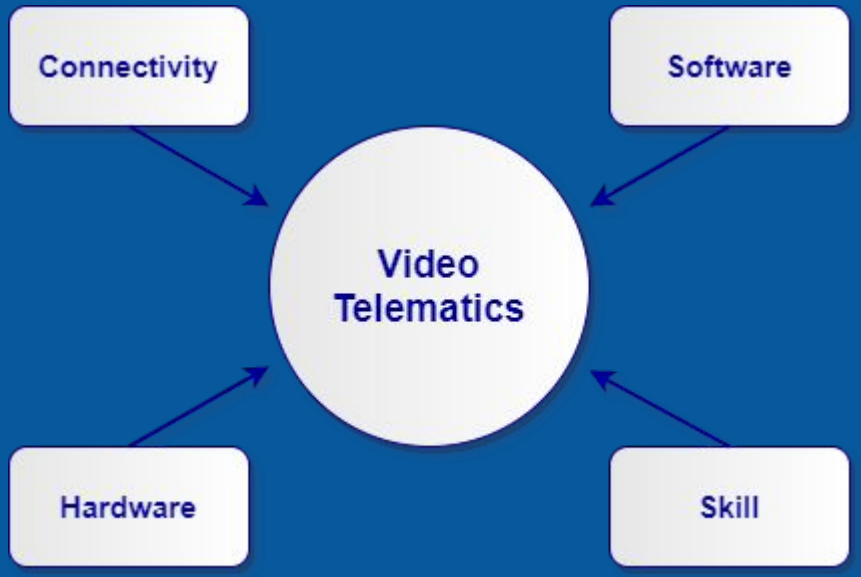
Video telematics ecosystem



- Increased fleet efficiency
- Recorded evidence
- Improved safety
- Safer driver behaviour

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Experts in high bandwidth and roaming connectivity for video telematics applications

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Pod Group - the World's First Enterprise Network Operator

Expert in M2M/IoT connectivity since 1999

Innovator in global IoT connectivity services tailored for the enterprise

Connectivity, security & billing managed via Pod IoT Suite platform

185 Countries
600+ Networks covered

6 Global offices
24/7 Expert support

Products & services to give enterprises control of connectivity

Connectivity specifically for enterprise IoT applications

Owns & controls the IoT network

Connectivity on public & private spectrum with seamless roaming between the two

Provision of managed network services via a centralized platform (NaaS)

Value-added services such as centralized billing & advanced security

Wider ecosystem of best-of-breed partners for end-to-end deployment & management of private IoT networks

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Video telematics market - factors to consider

- **Hugely expanding** - the active installed base of video telematics systems in the US & Europe is set to grow at a **CAGR of 16.4%** from around 2.9 million units in 2020 to **6.2 million by 2025** (“Research and Markets” forecast)
- The front-running **North American video telematics market** is more than **twice the size** of the European, which is so far largely dominated by activities in the UK
- **UBI - Usage Based Insurance solutions** massively implicated in boom as **video telematics** becomes crucial to policy definition
- Innovation is key - **speed to market** means make or break

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Connectivity for dashcams - too many options?

- Cellular - 4G? 5G? What is needed for high bandwidth, low latency applications?
- Is LTE CAT-M an option for video telematics?
- What is the best way to achieve maximum coverage across a large market such as the US?
- What is eSIM (or eUICC for IoT) and what benefits does it provide?
- What is an IMSI and how does it affect the connectivity of my device?

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Navigating an evolving sector

- From simple vehicle location information to advanced data providing detailed insights into the vehicle and driver
- Today, video footage required for both UBI and fleet analytics
- Dramatic shift towards the analytics spectrum
- Covid-19 highlighted need for video comms: remote training, increase driver communication & monitoring, enhanced driver safety, revised routing

Benefits

- 20/20 vision of your fleet
- Real-time data: vehicle location, speed, behavior
- Increase efficiency, optimize costs, improve driver safety

Challenges

- Scalable analytics
- Exponential increase in data/cost
- Connectivity solution to support real-time data transfer

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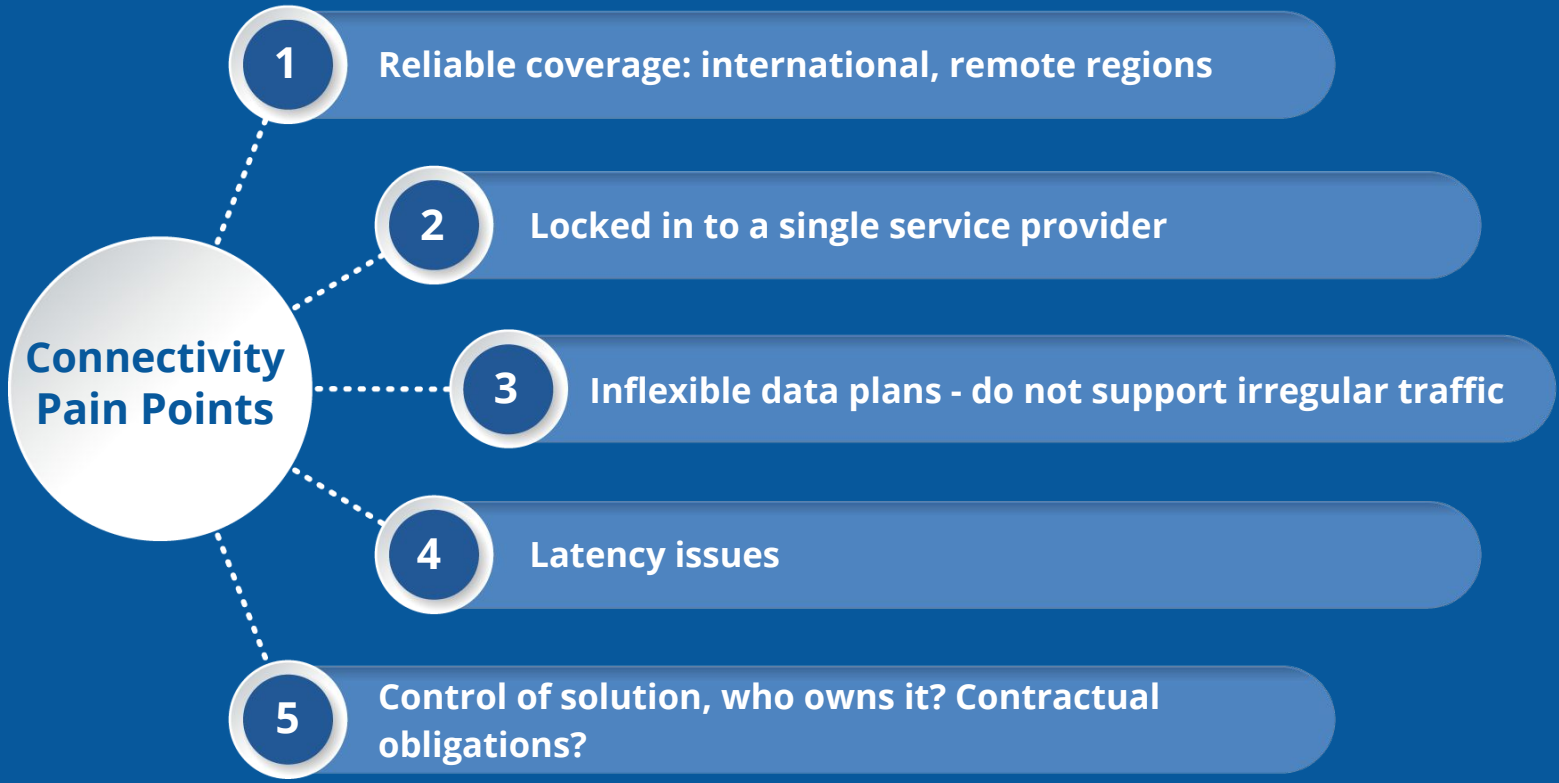

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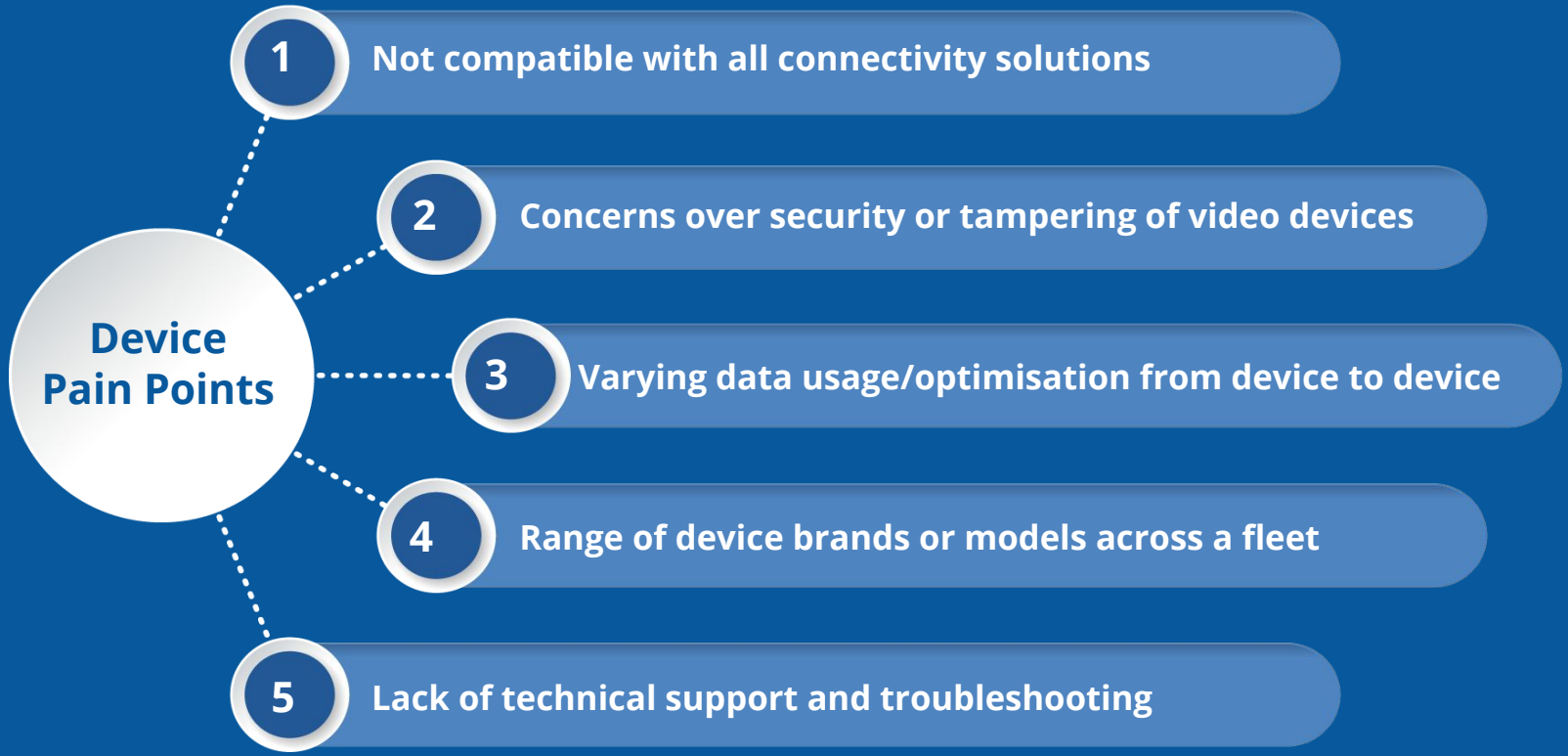

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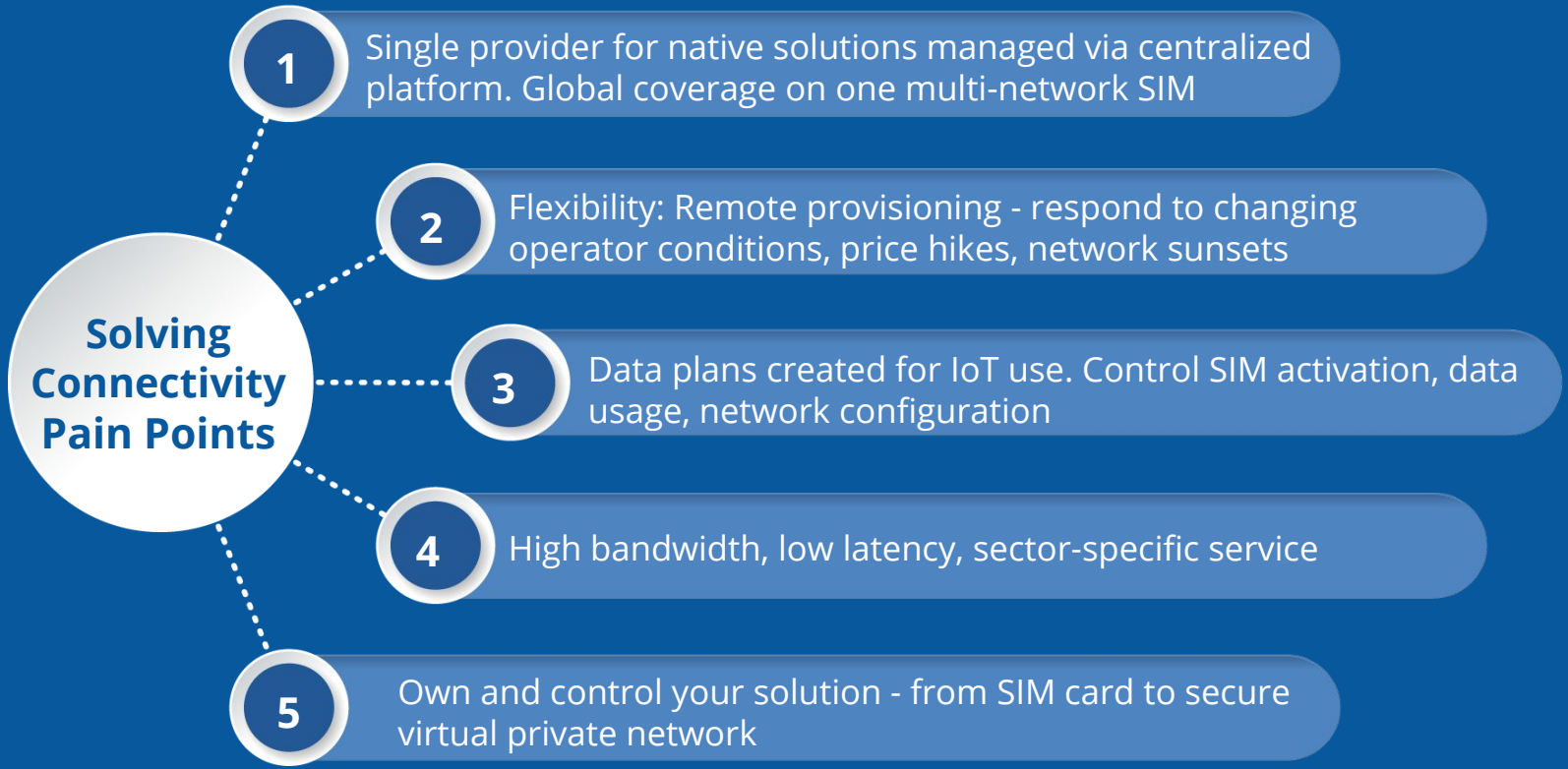

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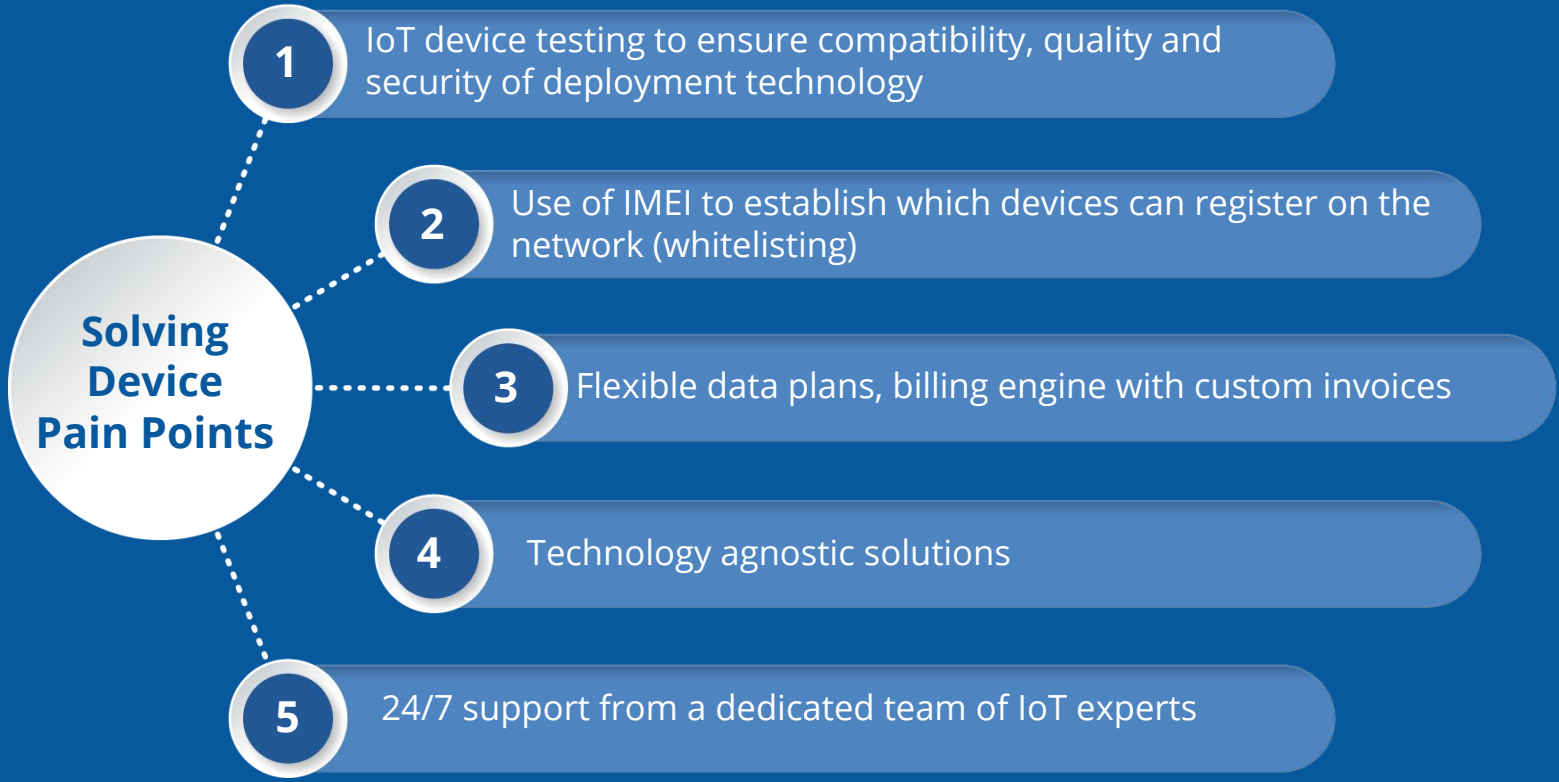

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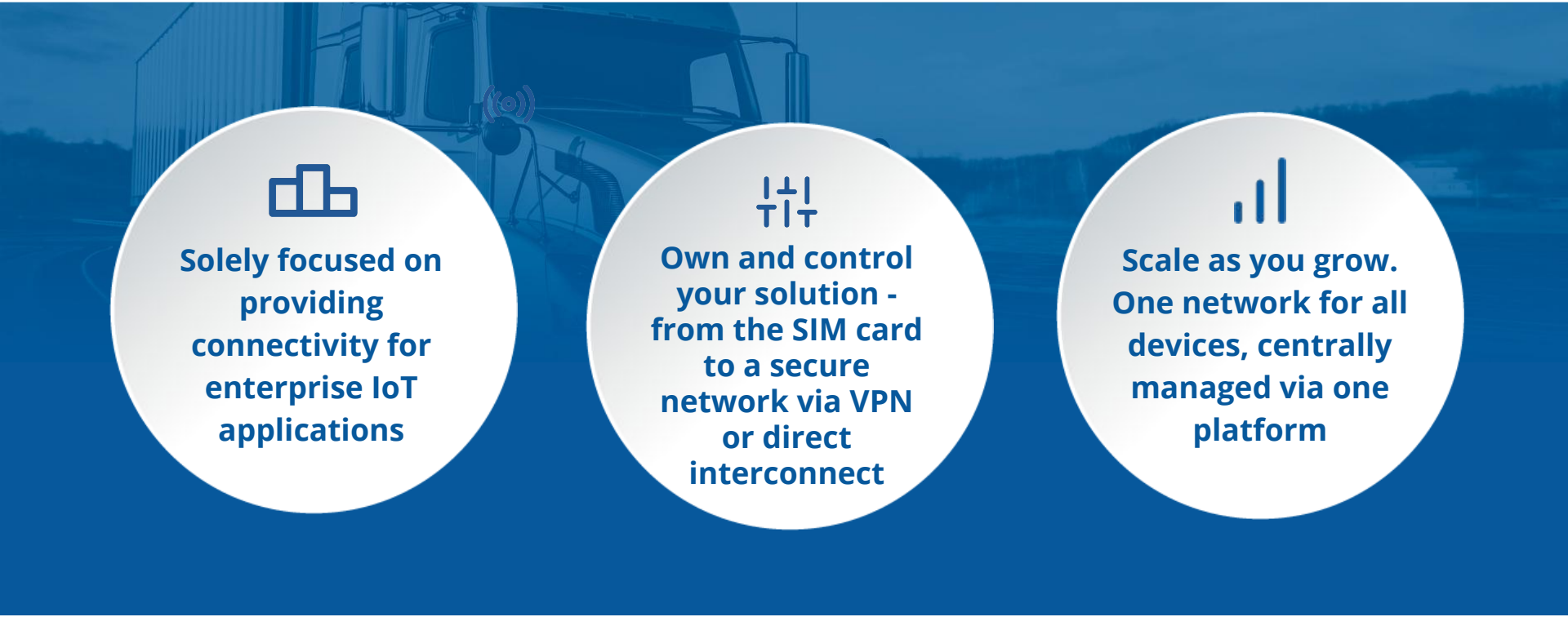
Own your solution - connect with an ENO



Solely focused on providing connectivity for enterprise IoT applications

Own and control your solution - from the SIM card to a secure network via VPN or direct interconnect

Scale as you grow. One network for all devices, centrally managed via one platform

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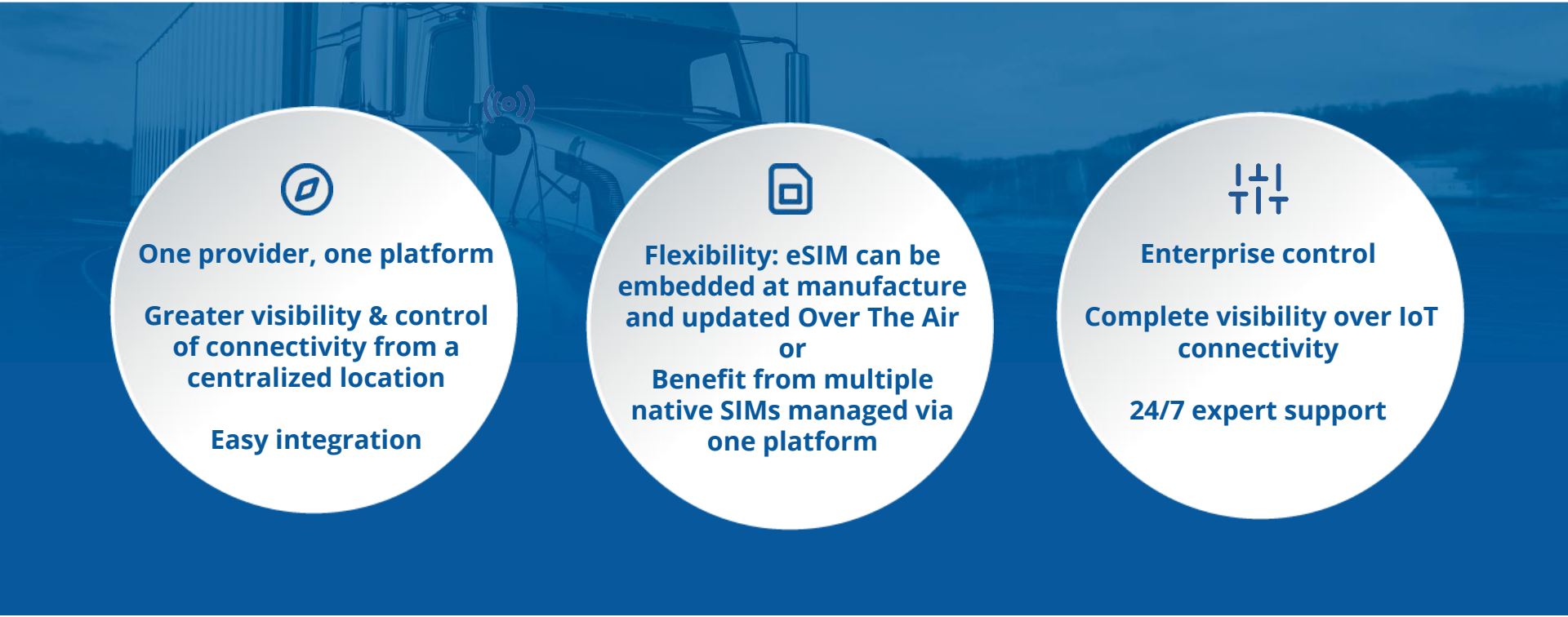
Sector-specific connectivity solution from Pod



One provider, one platform

Greater visibility & control of connectivity from a centralized location

Easy integration

Flexibility: eSIM can be embedded at manufacture and updated Over The Air
or
Benefit from multiple native SIMs managed via one platform

Enterprise control

Complete visibility over IoT connectivity

24/7 expert support

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Keep your eyes on the road with Pod

Own & control your solution featuring:

- High speed, native or multi-network connectivity
- Greater visibility of connected devices
- More flexibility over network control & configuration
- Advanced troubleshooting in real-time

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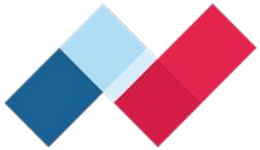

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Wialon telematics platform:
Fleet management and video monitoring

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Video features in telematics software

- Live streaming
- Event based video
- Historic playback
- Reporting

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Choice Wireless Solutions:
Telematic and IoT Solution Experts

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Thanks to Video Telematics…

This Company and its Driver avoided a costly lawsuit

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Video Telematics by Streamax

- Reduces Liability and improves safer driving
- Exonerates company drivers
- Drivers automatically drive safer when under surveillances

Built in Artificial Intelligence (AI) provides these features:

ADAS (Advanced Drivers Assistance System)
Alert drivers with Audible and Visual Warnings:
(LDW) Lane Departure Warning
(FCW) Forward Collision Warning
(HWM) Headway Monitoring Warning

DSM (Driver Status Monitoring)
Warn and record drivers for:
Phone use while driving
Distracted Driving
Smoking
Fatigue

Driving Behavior
Record and Coach Drivers for:
Harsh Cornering
Harsh Acceleration
Harsh Deceleration
Collisions

- Videos upload automatically based upon configurable events

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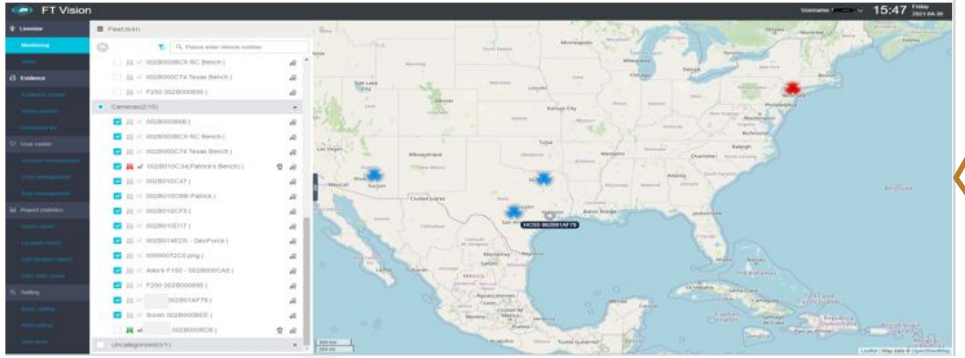
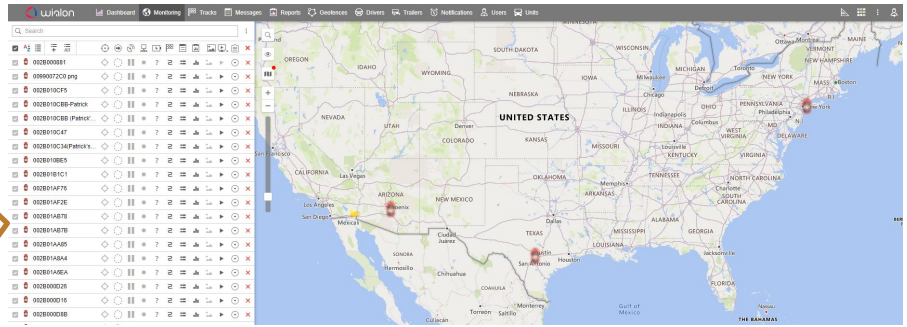
Video Telematics Set up

Installs to windshield in Vehicle



Video monitoring via FT Vision



Location, trip and other non- video data also available in Wialon

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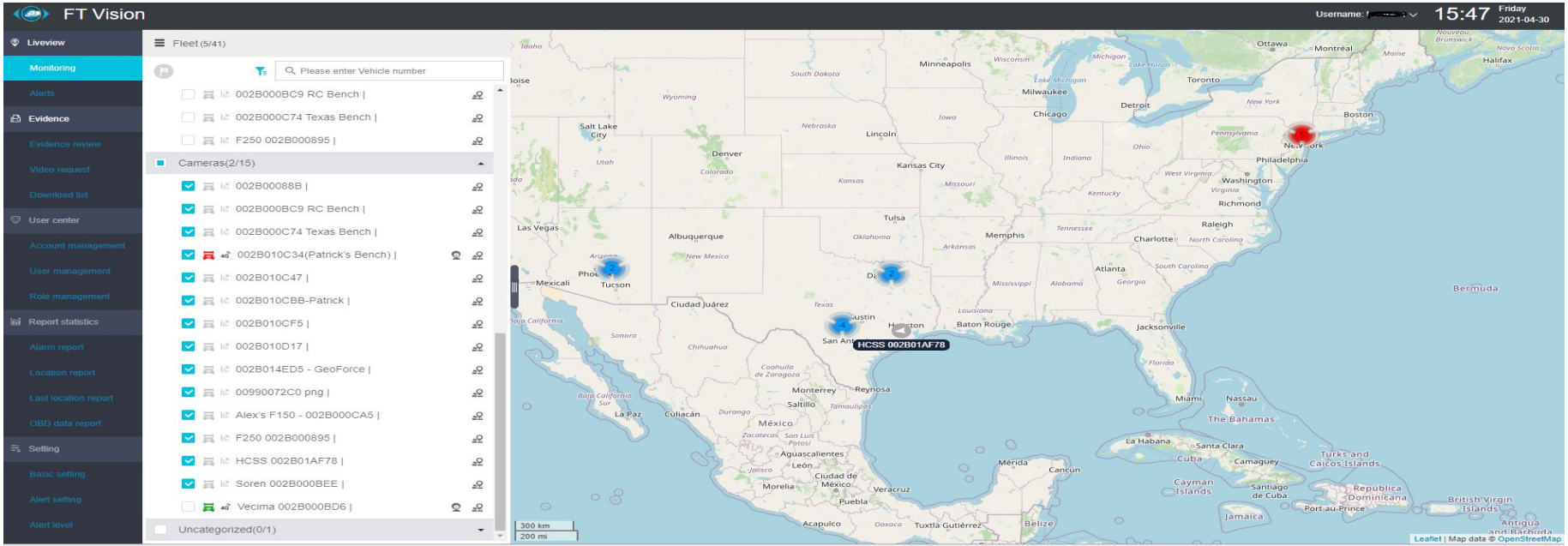
FT Vision Platform

Intuitive interface for reviewing evidence, live video, and managing Streamax Cameras



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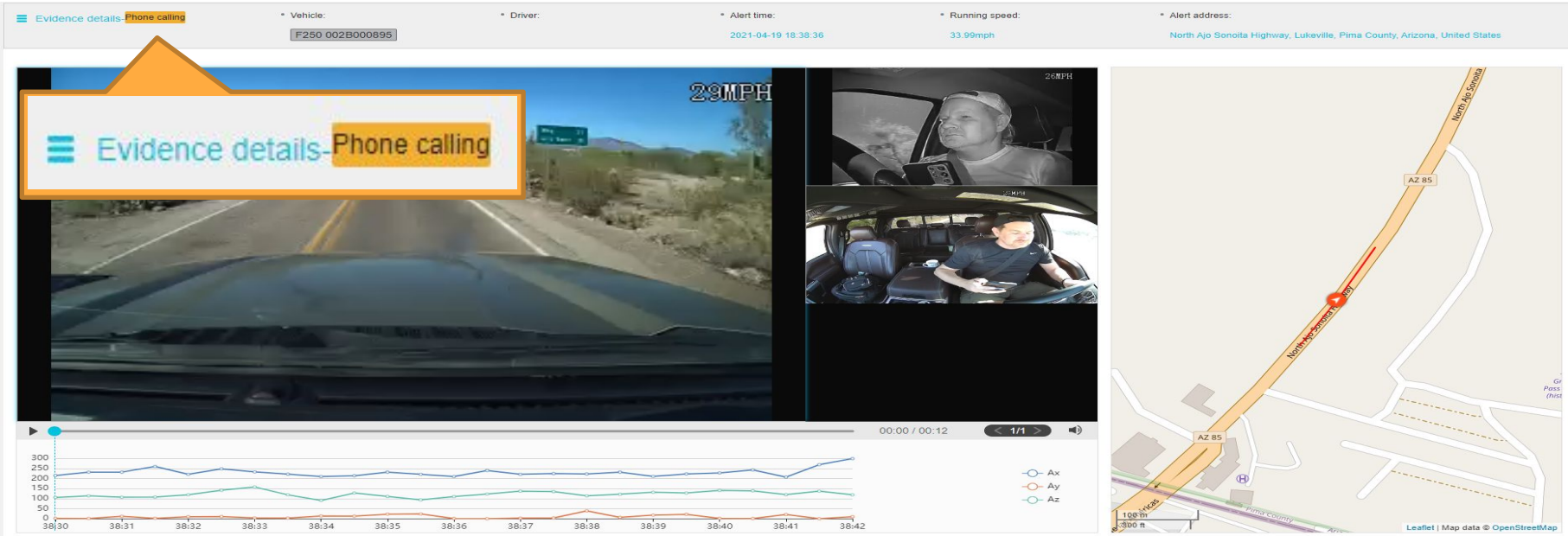
FT Vision Platform



- Single Sign on via Wialon Platform
- Easily find and review evidence
- Request Video On-Demand
- Watch Live Video
- Feature Rich
- highly configurable
- Configurable E-mail Alerts
- OTA Firmware and OTA Configuration

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FT Vision Platform

Rapid Acceleration

Driver Smoking

Driver Distracted

Following to Close

Driver Fatigue

In Cabin Display for Driver Feedback (coaching) of Alerts

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Choice Wireless – One Stop Shop

- Stocking, Value Added, Distributor of Streamax
- Local USA Support! On USA time Zones
- Competitive data rate plans, support and service via POD Group
- Device Provisioning (Product is shipped, ready to be installed)
  - Insert Sims
  - Insert SD Cards
  - Configure devices
  - Power up devices and confirm connectivity

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QUESTIONS

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Video telematics trial

Wialon platform

POD connectivity

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